

Medium to Large Deals in Pipeline: Total # Jobs Economic Development



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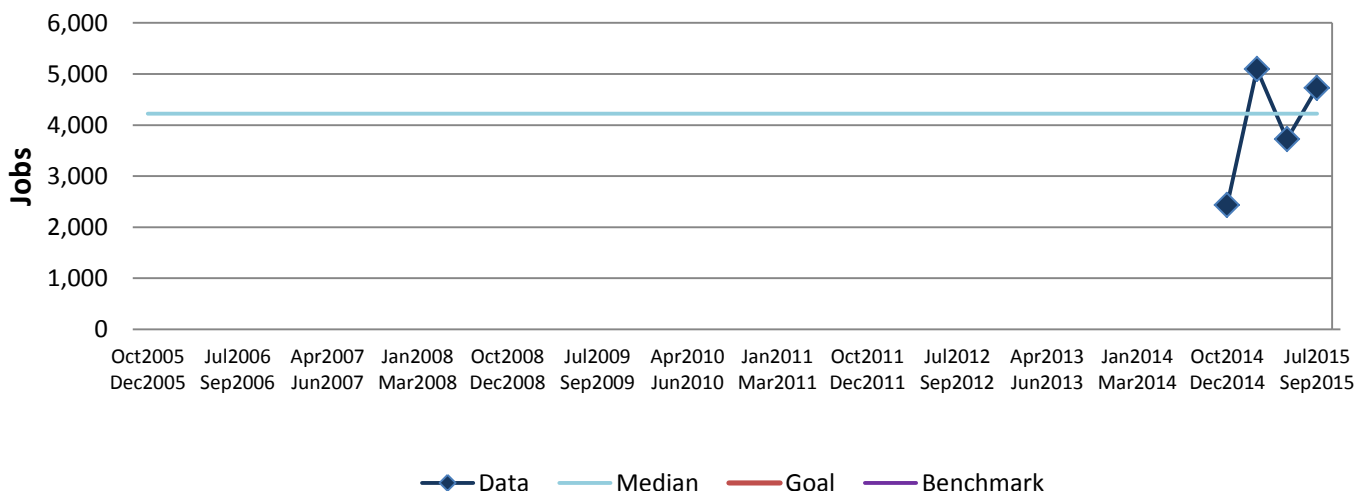
Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD Goal: TBD Benchmark: TBD	Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step: Increase total number of jobs attracted

How Are We Doing?

Oct2010-Sep2015 5 Year Goal	Oct2010-Sep2015 5 Year Average		Jul2015-Sep2015 Goal	Jul2015-Sep2015 Actual	
TBD	3,995		TBD	4,728	
Jobs	Jobs		Jobs	Jobs	

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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.